You Don't Need More Deal Flow. You Need an Acquisition Team.

CURRENT STATE

- Scattered leads across inboxes
- Manual spreadsheet tracking
- No underwriting process
- Missed opportunities

WITH US

- Structured pipeline dashboard
- Dedicated acquisition team
- Full underwriting & execution
- Systematic deal flow

We replace the cost, complexity, and risk of building a full internal acquisition team — or the risk of failure to execute.

Deals Come From Everywhere.

You need coverage across every channel — simultaneously.

Marketplaces
Public listing aggregation

Brokerage Houses
Institutional deal flow

Pocket Listings
Off-market opportunities

Relationships
Proprietary network

CPAs
Seller-side advisors

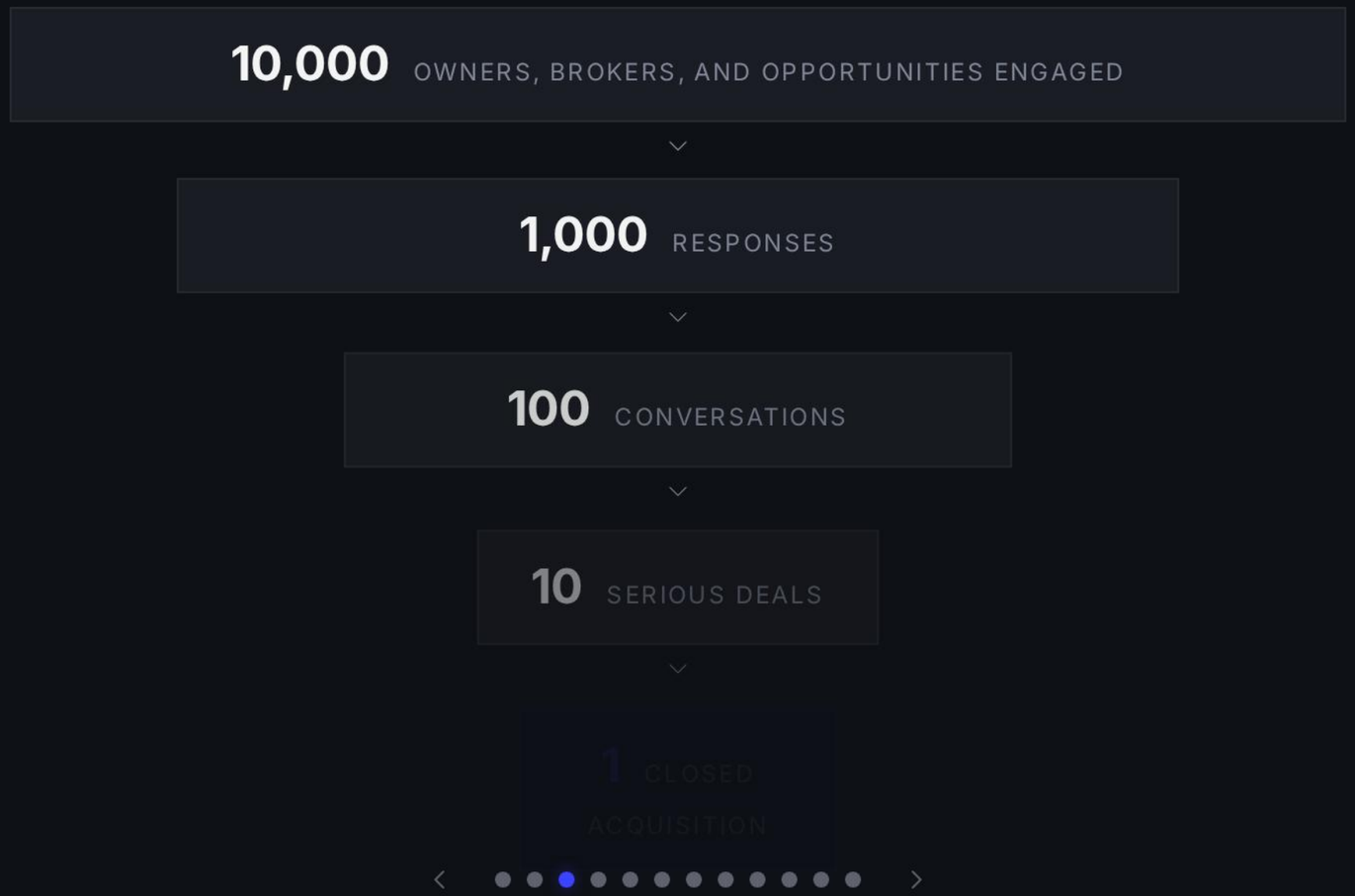
Insurance Professionals
Business owner access

Wealth Managers
Estate & transition planning

Investment Groups
Co-invest & syndication

Finding the right deal is not a sourcing problem.

It's a systems, leverage, and knowledge problem.



Your Second-Largest Risk Isn't Deal Flow.

It's execution.

Underwriting Gaps

Inability to properly size debt, model capital stacks, or stress-test assumptions.

Deal Structuring

Offers that fail to balance buyer economics with seller expectations.

Diligence Blind Spots

No framework for financial review, legal coordination, or quality of earnings.

Missing Relationships

No vetted network of attorneys, QofE providers, or lender contacts.

Credibility Erosion

Brokers and sellers detect inexperience — deals go to other buyers.

Post-Close Failure

Closing without proper diligence creates operational and financial risk after Day 1.

Unsophisticated Searching → Full-Stack Buy-Side Execution

BEFORE

- Email outreach
- Deal introductions
- Light screening

FULL-STACK FRACTIONAL TEAM

- Programmatic outreach to thousands
- Public listing sourcing & screening
- Broker, banker, wealth manager network
- Off-market sell-side inbound
- Weekly Deal Flow Stand-Up
- Slack channel for async communication
- Seller & broker call participation
- Full underwriting
- Debt sizing & capital stack modeling
- LOI formulation
- Due diligence coordination
- Debt financing placement

Acquisition Lifecycle

End-to-end execution across every stage.

ORIGINATION

Programmatic outreach
Broker / banker sourcing
Off-market referrals
Public listing screening

SCREENING

Financial normalization
SDE / EBITDA validation
Deal fit scoring
Risk flag identification

UNDERWRITING

Debt capacity sizing
DSCR modeling
Capital stack modeling
Sensitivity analysis

OFFER

LOI structuring
Structure optimization
Negotiation support

DILIGENCE

Financial review
Risk assessment
Legal coordination
Industry benchmarking

Institutional Process.

Not random outreach.

YOUR TEAM

- Acquisitions Advisor
- Deal Sourcer
- Financial Analyst
- Debt Broker

WEEKLY DEAL FLOW STAND-UP

- Pipeline transparency
- Real-time deal updates
- Structured decision cadence

DEDICATED SLACK CHANNEL

- Seller engagement coordination
- Call availability with brokers & sellers
- Async deal communication

PROPRIETARY TOOLS

- AI-native outreach engine
- Automated underwriting tools
- Pipeline management system
- Proprietary financial modeling & acquisition tools

GOVERNANCE INFRASTRUCTURE — NOT AD HOC CONVERSATIONS.

What It Actually Costs to Build an M&A Team

ROLE	BASE	LOADED
Head of Corporate Development	$175k	$227k
Deal Sourcer / BD	$120k	$156k
Financial Analyst	$110k	$143k
Transaction Manager	$140k	$182k
Executive Assistant	$75k	$98k

TOTAL FIRST YEAR LOADED $806k+

Own the Infrastructure. Avoid the Payroll.

FULL-TIME TEAM

$800k+

annually

- HR burden
- Equity dilution
- Ramp time
- Fixed overhead

FRACTIONAL ACQUISITION TEAM

$36k–$126k

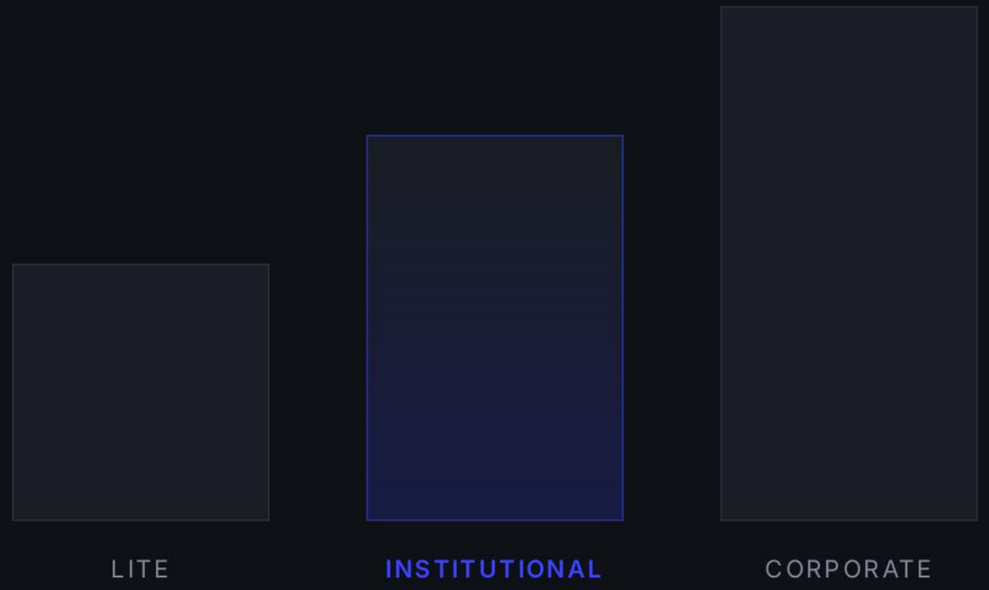
annual retainer

- Performance-based success fee
- Immediate deployment
- No equity dilution
- No fixed overhead

Speed. Depth. Discipline. Without fixed overhead.

Acquisition Infrastructure.

Scaled to your ambition.



Engagement Options

LITE

$3,000 / month

+ Double Lehman Success Fee

Executives, Self-Funded Searchers, Proprietary Entrepreneurs

- Programmatic outreach
- Public listing screening
- Broker network sourcing
- Weekly stand-up
- Slack collaboration
- Seller call support
- Light underwriting
- LOI support

STANDARD

$6,000 / month

+ Double Lehman Success Fee

Search Funds, Emerging PE Firms

Everything in Lite, plus:

- Diligence coordination
- Financing execution
- Deal structuring advisory

SCALE

$10,500 / month

+ Double Lehman Success Fee

Corporations, Corp Dev Teams, Platform Builders

Everything in Institutional, plus:

- Dedicated pipeline buildout
- Expanded origination bandwidth
- Executive reporting
- Multi-target tracking
- Board-ready memos
- Corp Dev workflow integration

Build Your Acquisition Engine.

Without building payroll.